

Incredible Kia

Monthly Profit Loss

	November 39	December 41	January 44	February 45	March 44	April 48	May 53	June 54	July 57	August 54	September 55	October 52	Total 587
Total units													
Total Sales	62,500	62,500	62,500										187,500
Gross													
New Car	18,500	27,800	27,500	27,500	27,900	31,000	37,200	37,200	37,200	37,200	31,000	31,000	365,200
Used Car	83,700	86,400	101,500	90,000	87,500	97,500	105,000	105,000	112,500	112,500	112,500	105,000	1,196,600
Service	19,900	13,600	19,900	19,900	21,525	23,150	19,900	19,900	21,525	21,525	21,525	21,525	250,175
Parts	9,000	9,000	9,000	9,000	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	121,500
Total Gross	130,600	143,200	158,300	146,800	147,425	162,150	171,600	172,600	181,725	175,525	175,525	168,025	1,933,475
Other Income	35,061	36,859	39,556	40,455	39,566	44,051	40,455	48,546	51,243	48,546	49,445	46,748	522,319
Total Gross Profit	165,661	180,059	197,856	187,255	186,991	206,201	212,055	221,146	232,968	224,071	224,970	214,773	2,455,794
TTL Selling Expenses	57,994	62,283	75,313	66,517.4	65,519.48	71,882.08	94,713.11	96,336.98	98,224.88	96,478.98	98,102.85	93,331.24	974,608
Operating Expenses	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	168,600
Total Overhead Expense	94,150	94,150	94,150	94,150	94,150	94,150	94,150	94,150	94,150	94,150	94,150	94,150	1,129,800
Total Expenses	166,194	170,483	183,513	174,717	173,719	180,082	202,913	204,537	204,425	204,679	206,303	201,431	2,273,008
Net Profit	(533)	9,566	14,343	12,538	13,262	26,119	9,142	16,609	28,543	19,392	18,667	13,342	180,988

Note: Please note the above grosses per vehicle sold are based on previous dealer cost. This does not reflect the current write down of over \$511,000.00

Incredible Kia Monthly Gross Profit

	November		December		January	
	Gross		Gross		Gross	
New Cars Units		8		9		9
New Cars Gross (PNVR)	\$	1,800	\$	1,800	\$	1,800
New Car Incentive (PNVR)	\$	-	\$	900	\$	900
Total New Car Sales Gross	\$	12,800	\$	22,500	\$	22,500
New Car Finance Dept income (PNVR) net	\$	650	\$	600	\$	600
Total Finance Income	\$	5,200	\$	5,400	\$	5,400
Total New Car Gross Profit	\$	18,000	\$	27,900	\$	27,900
Used Car units		31		32		35
Used Cars Gross (PNVR)	\$	2,000	\$	2,000	\$	2,200
Wholesale Profit / Loss						
Used Car Inventory Adjustment						
Total Used Car Gross	\$	62,000	\$	64,000	\$	77,000
Used Car Finance Dept Income (PNVR) net	\$	700	\$	700	\$	700
Total Finance Income	\$	21,700	\$	22,400	\$	24,500
Total Used Car Gross Profit	\$	83,700	\$	86,400	\$	101,500
Total Front End	\$	74,800	\$	86,500	\$	98,500
Total Back End	\$	26,900	\$	27,800	\$	29,900
Total Units	\$	39	\$	41	\$	44
Repo Reserve	500	\$ 18,500	500	\$ 20,500	500	\$ 22,000
DOC	399	\$ 15,561	399	\$ 16,359	399	\$ 17,558
Total Sales Dept	\$ -	\$ 136,781	\$ -	\$ 151,159	\$ -	\$ 168,956

	Sales			Gross		Sales			Gross		Sales			Gross	
Service Dept	\$	30,000	\$	19,500	65%	\$	30,000	\$	19,500	65%	\$	30,000	\$	19,500	65%
Sublet	\$	2,500	\$	400	16%	\$	2,500	\$	400	16%	\$	2,500	\$	400	16%
Service Dept Total	\$	32,500	\$	19,900	61%	\$	32,500	\$	19,900	61%	\$	32,500	\$	19,900	61%
Parts	\$	30,000	\$	9,000	30%	\$	30,000	\$	9,000	30%	\$	30,000	\$	9,000	30%
Total Parts & Service	\$	62,500	\$	28,900		\$	62,500	\$	28,900		\$	62,500	\$	28,900	
Total Sales & Gross Profit	\$	62,500	\$	165,661		\$	62,500	\$	180,059		\$	62,500	\$	197,856	

Incredible Kia Monthly Gross Profit

February

	Gross
New Cars Units	9
New Cars Gross (PNVR)	\$ 1,600
New Car Incentive (PNVR)	\$ 900
Total New Car Sales Gross	\$ 22,500
New Car Finance Dept Income (PNVR) net	\$ 600
Total Finance Income	\$ 5,400
Total New Car Gross Profit	\$ 27,900
Used Car units	36
Used Cars Gross (PNVR)	\$ 1,800
Wholesale Profit / Loss	
Used Car Inventory Adjustment	
Total Used Car Gross	\$ 64,800
Used Car Finance Dept Income (PNVR) net	\$ 700
Total Finance Income	\$ 25,200
Total Used Car Gross Profit	\$ 80,000
Total Front End	\$ 87,300
Total Back End	\$ 30,600
	\$ 45
	500 \$ 22,500
	399 \$ 17,955
Total Sales Dept	\$ - \$ 156,355

March

	Gross
New Cars Units	9
New Cars Gross (PNVR)	\$ 1,600
New Car Incentive (PNVR)	\$ 900
Total New Car Sales Gross	\$ 22,500
New Car Finance Dept Income (PNVR) net	\$ 600
Total Finance Income	\$ 5,400
Total New Car Gross Profit	\$ 27,900
Used Car units	35
Used Cars Gross (PNVR)	\$ 1,800
Wholesale Profit / Loss	
Used Car Inventory Adjustment	
Total Used Car Gross	\$ 63,000
Used Car Finance Dept Income (PNVR) net	\$ 700
Total Finance Income	\$ 24,500
Total Used Car Gross Profit	\$ 87,500
Total Front End	\$ 85,500
Total Back End	\$ 29,800
	\$ 44
	500 \$ 22,000
	399 \$ 17,556
Total Sales Dept	\$ - \$ 154,856

April

	Gross
New Cars Units	10
New Cars Gross (PNVR)	\$ 1,600
New Car Incentive (PNVR)	\$ 900
Total New Car Sales Gross	\$ 25,000
New Car Finance Dept Income (PNVR) net	\$ 600
Total Finance Income	\$ 6,000
Total New Car Gross Profit	\$ 31,000
Used Car units	39
Used Cars Gross (PNVR)	\$ 1,800
Wholesale Profit / Loss	
Used Car Inventory Adjustment	
Total Used Car Gross	\$ 70,200
Used Car Finance Dept Income (PNVR) net	\$ 700
Total Finance Income	\$ 27,300
Total Used Car Gross Profit	\$ 97,500
Total Front End	\$ 95,200
Total Back End	\$ 33,300
	\$ 49
	500 \$ 24,500
	399 \$ 19,551
Total Sales Dept	\$ - \$ 172,551

	Sales	Gross	
Service Dept	\$ 30,000	\$ 19,500	65%
Sublet	\$ 2,500	\$ 400	16%
Service Dept Total	\$ 32,500	\$ 19,900	61%
Parts	\$ 30,000	\$ 9,000	30%

Total Parts & Service	\$ 62,500	\$ 28,900
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Total Sales & Gross Profit	\$ 62,500	\$ 187,255
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	Sales	Gross	
Service Dept	\$ 32,500	\$ 21,125	65%
Sublet	\$ 2,500	\$ 400	16%
Service Dept Total	\$ 35,000	\$ 21,525	62%
Parts	\$ 35,000	\$ 10,500	30%

Total Parts & Service	\$ 70,000	\$ 32,025
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Total Sales & Gross Profit	\$ 70,000	\$ 186,981
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	Sales	Gross	
Service Dept	\$ 35,000	\$ 22,750	65%
Sublet	\$ 2,500	\$ 400	16%
Service Dept Total	\$ 37,500	\$ 23,150	62%
Parts	\$ 35,000	\$ 10,500	30%

Total Parts & Service	\$ 72,500	\$ 33,650
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Total Sales & Gross Profit	\$ 72,500	\$ 206,201
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Incredible Kia Monthly Gross Profit

May		Gross
New Cars Units		12
New Cars Gross (PNVR)	\$	1,800
New Car Incentive (PNVR)	\$	900
Total New Car Sales Gross	\$	30,000
New Car Finance Dept Income (PNVR) net	\$	600
Total Finance Income	\$	7,200
Total New Car Gross Profit	\$	37,200
Used Car units		41
Used Cars Gross (PNVR)	\$	1,800
Wholesale Profit / Loss		
Used Car Inventory Adjustment		
Total Used Car Gross	\$	73,800
Used Car Finance Dept Income (PNVR) net	\$	700
Total Finance Income	\$	28,700
Total Used Car Gross Profit	\$	102,500
Total Front End	\$	103,800
Total Back End	\$	35,900
	\$	53
500	\$	26,500
399	\$	21,147
Total Sales Dept	\$ -	\$ 167,347

June		Gross
		12
	\$	1,800
	\$	900
	\$	30,000
	\$	600
	\$	7,200
	\$	37,200
		42
	\$	1,800
	\$	75,600
	\$	700
	\$	29,400
	\$	105,000
	\$	105,800
	\$	36,800
	\$	54
500	\$	27,000
399	\$	21,546
\$ -	\$	190,746

July		Gross
		12
	\$	1,800
	\$	900
	\$	30,000
	\$	600
	\$	7,200
	\$	37,200
		46
	\$	1,800
	\$	81,000
	\$	700
	\$	31,500
	\$	112,500
	\$	111,000
	\$	36,700
	\$	57
500	\$	28,500
399	\$	22,743
\$ -	\$	200,943

	Sales	Gross		Sales	Gross		Sales	Gross	
Service Dept	\$ 30,000	\$ 19,500	65%	\$ 30,000	\$ 19,500	65%	\$ 32,500	\$ 21,125	65%
Sublet	\$ 2,500	\$ 400	16%	\$ 2,500	\$ 400	16%	\$ 2,500	\$ 400	16%
Service Dept Total	\$ 32,500	\$ 19,900	61%	\$ 32,500	\$ 19,900	61%	\$ 35,000	\$ 21,525	62%
Parts	\$ 40,000	\$ 12,000	30%	\$ 35,000	\$ 10,500	30%	\$ 35,000	\$ 10,500	30%
Total Parts & Service	\$ 72,500	\$ 31,900		\$ 67,500	\$ 30,400		\$ 70,000	\$ 32,025	
Total Sales & Gross Profit	\$ 72,500	\$ 219,247		\$ 67,500	\$ 221,146		\$ 70,000	\$ 232,968	

Incredible Kia Monthly Gross Profit

August

	Gross
New Cars Units	10
New Cars Gross (PNVR)	\$ 1,600
New Car Incentive (PNVR)	\$ 900
Total New Car Sales Gross	\$ 25,000
New Car Finance Dept Income (PNVR) net	\$ 600
Total Finance Income	\$ 6,000
Total New Car Gross Profit	\$ 31,000
Used Car units	44
Used Cars Gross (PNVR)	\$ 1,800
Wholesale Profit / Loss	
Used Car Inventory Adjustment	
Total Used Car Gross	\$ 79,200
Used Car Finance Dept Income (PNVR) net	\$ 700
Total Finance Income	\$ 30,800
Total Used Car Gross Profit	\$ 110,000
Total Front End	\$ 104,200
Total Back End	\$ 36,800
	\$ 54
500	\$ 27,000
399	\$ 21,546
Total Sales Dept	\$ - \$ 189,546

September

	Gross
New Cars Units	10
New Cars Gross (PNVR)	\$ 1,600
New Car Incentive (PNVR)	\$ 900
Total New Car Sales Gross	\$ 25,000
New Car Finance Dept Income (PNVR) net	\$ 600
Total Finance Income	\$ 6,000
Total New Car Gross Profit	\$ 31,000
Used Car units	45
Used Cars Gross (PNVR)	\$ 1,800
Wholesale Profit / Loss	
Used Car Inventory Adjustment	
Total Used Car Gross	\$ 81,000
Used Car Finance Dept Income (PNVR) net	\$ 700
Total Finance Income	\$ 31,500
Total Used Car Gross Profit	\$ 112,500
Total Front End	\$ 106,000
Total Back End	\$ 37,500
	\$ 55
500	\$ 27,500
399	\$ 21,945
Total Sales Dept	\$ - \$ 192,945

October

	Gross
New Cars Units	10
New Cars Gross (PNVR)	\$ 1,600
New Car Incentive (PNVR)	\$ 900
Total New Car Sales Gross	\$ 25,000
New Car Finance Dept Income (PNVR) net	\$ 600
Total Finance Income	\$ 6,000
Total New Car Gross Profit	\$ 31,000
Used Car units	42
Used Cars Gross (PNVR)	\$ 1,800
Wholesale Profit / Loss	
Used Car Inventory Adjustment	
Total Used Car Gross	\$ 75,600
Used Car Finance Dept Income (PNVR) net	\$ 700
Total Finance Income	\$ 29,400
Total Used Car Gross Profit	\$ 105,000
Total Front End	\$ 100,800
Total Back End	\$ 35,400
	\$ 52
500	\$ 26,000
399	\$ 20,748
Total Sales Dept	\$ - \$ 182,748

	Sales	Gross		Sales	Gross		Sales	Gross	
Service Dept	\$ 32,500	\$ 21,125	65%	\$ 32,500	\$ 21,125	65%	\$ 32,500	\$ 21,125	65%
Sublet	\$ 2,500	\$ 400	16%	\$ 2,500	\$ 400	16%	\$ 2,500	\$ 400	16%
Service Dept Total	\$ 35,000	\$ 21,525	62%	\$ 35,000	\$ 21,525	62%	\$ 35,000	\$ 21,525	62%
Parts	\$ 35,000	\$ 10,500	30%	\$ 35,000	\$ 10,500	30%	\$ 35,000	\$ 10,500	30%
Total Parts & Service	\$ 70,000	\$ 32,025		\$ 70,000	\$ 32,025		\$ 70,000	\$ 32,025	
Total Sales & Gross Profit	\$ 70,000	\$ 221,571		\$ 70,000	\$ 224,970		\$ 70,000	\$ 214,773	

Incredible Kia 1st Qtr Sales

	August			September			October		
	Sales	Gross		Sales	Gross		Sales	Gross	
New Cars Units			10			10			10
New Cars Gross (PNVR)	\$ 26,334	\$ 1,600		\$ 26,334	\$ 1,600		\$ 26,334	\$ 1,600	
New Car Incentive (PNVR)		\$ 900			\$ 900			\$ 900	
Total New Car Sales Gross	\$ 263,340	\$ 25,000		\$ 263,340	\$ 25,000		\$ 263,340	\$ 25,000	
New Car Finance Dept Income (PNVR) net	\$ 750	\$ 600		\$ 750	\$ 600		\$ 750	\$ 600	
Total Finance Income	\$ 7,500	\$ 6,000		\$ 7,500	\$ 6,000		\$ 7,500	\$ 6,000	
Total New Car Gross Profit	\$ 270,840	\$ 31,000		\$ 270,840	\$ 31,000		\$ 270,840	\$ 31,000	
Used Car units			44			45			42
Used Cars Gross (PNVR)	\$ 13,500	\$ 1,800		\$ 13,500	\$ 1,800		\$ 13,500	\$ 1,800	
Wholesale Profit / Loss									
Used Car Inventory Adjustment									
Total Used Car Gross	\$ 594,000	\$ 79,200		\$ 607,500	\$ 81,000		\$ 567,000	\$ 75,600	
Used Car Finance Dept Income (PNVR) net	\$ 750	\$ 700		\$ 750	\$ 700		\$ 750	\$ 700	
Total Finance Income	\$ 33,000	\$ 30,800		\$ 33,750	\$ 31,500		\$ 31,500	\$ 29,400	
Total Used Car Gross Profit	\$ 627,000	\$ 110,000		\$ 641,250	\$ 112,500		\$ 598,500	\$ 105,000	
Total Front End		\$ 104,200			\$ 106,000			\$ 100,600	
Total Back End		\$ 36,800			\$ 37,500			\$ 35,400	
		\$ 54			\$ 55			\$ 52	
	500	\$ 27,000		500	\$ 27,500		500	\$ 26,000	
	399	\$ 21,546		399	\$ 21,945		399	\$ 20,748	
Total Sales Dept	\$ 897,840	\$ 189,546		\$ 912,090	\$ 182,945		\$ 868,340	\$ 182,748	

	Sales	Gross		Sales	Gross		Sales	Gross	
Service Dept	\$ 32,500	\$ 21,125	65%	\$ 32,500	\$ 21,125	65%	\$ 32,500	\$ 21,125	65%
Sublet	\$ 2,500	\$ 400	16%	\$ 2,500	\$ 400	16%	\$ 2,500	\$ 400	16%
Service Dept Total	\$ 35,000	\$ 21,525	62%	\$ 35,000	\$ 21,525	62%	\$ 35,000	\$ 21,525	62%
Parts	\$ 35,000	\$ 10,500	30%	\$ 35,000	\$ 10,500	30%	\$ 35,000	\$ 10,500	30%
Total Parts & Service	\$ 70,000	\$ 32,025		\$ 70,000	\$ 32,025		\$ 70,000	\$ 32,025	
Total Sales & Gross Profit	\$ 967,840	\$ 221,571		\$ 982,090	\$ 224,970		\$ 938,340	\$ 214,773	

Incredible Kia Monthly Expenses

Total Units	Nov 39		Dec 41		Jan 44	
Total Gross	165,661		180,059		197,856	
Sales Comp (Front Gross Only+ C6)	7000 \$ 12,716	17%	\$ 14,705	17%	\$ 16,915	17%
Supervision Comp (Total Sales Gross+ C7)	7010 \$ 13,338	5%	\$ 14,058	5%	\$ 20,016	8%
Delivery Exp	7020 \$ -		\$ -		\$ -	
Finance Mgr Comp (Back End Gross Only)	7030 \$ 2,680	10%	\$ 2,780	10%	\$ 5,382	18%
Advertising (New & Used)	7040 \$ 29,250	75%	\$ 30,750	75%	\$ 33,000	75%
flooring	7050					
Total Selling Expenses	\$ 57,994	42%	\$ 62,293	41%	\$ 75,313	45%
Policy Adjustment	7110 \$ 240		\$ 240		\$ 240	
Claims Adjustment	7120					
Company Vehicles	7140 \$ 2,500		\$ 2,500		\$ 2,500	
Inventory Maintenance	7150 \$ -		\$ -		\$ -	
Personnel Maintenance	7160 \$ 1,500		\$ 1,500		\$ 1,500	
Outside Services	7170					
Freight	7180 \$ 300		\$ 300		\$ 300	
Small Tools	7190 \$ 250		\$ 250		\$ 250	
Laundry & Uniforms	7200 \$ 200		\$ 200		\$ 200	
Depr. Equipment & Veh	7210 \$ 500		\$ 500		\$ 500	
Equip Maint. Repair Rental	7220 \$ 110		\$ 110		\$ 110	
Miscellaneous Expenses	7230 \$ 250		\$ 250		\$ 250	
Salaries & Wages	7250 \$ 1,500		\$ 1,500		\$ 1,500	
Clerical Salaries	7260 \$ 6,300		\$ 6,300		\$ 6,300	
Vacation & Time off	7270 \$ 400		\$ 400		\$ 400	
Operating Expenses	\$ 14,050	8%	\$ 14,050	8%	\$ 14,050	7%
Rent	7400 \$ 17,000		\$ 17,000		\$ 17,000	
Admin. General Salary & Wages	7410 \$ 5,100		\$ 5,100		\$ 5,100	
Owner's Salary (2)	7420 \$ 15,000		\$ 15,000		\$ 15,000	
Payroll Taxes	7430 \$ 12,500		\$ 12,500		\$ 12,500	
Employee Benefits	7440 \$ 5,000		\$ 5,000		\$ 5,000	
Profit Sharing	7450					
Advertising General	7460 \$ 500		\$ 500		\$ 500	
Office Supplies	7470 \$ 1,000		\$ 1,000		\$ 1,000	
Data Processing Services	7480 \$ 6,180		\$ 6,180		\$ 6,180	
Outside Service	7490 \$ 9,500		\$ 9,500		\$ 9,500	
Company Vehicles Admin	7500		\$ -		\$ -	
Contributions	7510 \$ -		\$ -		\$ -	
Dues & Subscriptions	7520 \$ 540		\$ 540		\$ 540	
Telephone	7530 \$ 3,500		\$ 3,500		\$ 3,500	
Legal & Auditing	7540 \$ 3,500		\$ 3,500		\$ 3,500	
Postage	7550 \$ 1,200		\$ 1,200		\$ 1,200	
Travel & Entertainment	7560 \$ -		\$ -		\$ -	
Heat, Light, Power & Water	7570 \$ 3,200		\$ 3,200		\$ 3,200	
Fixture Repair and Maint.	7580 \$ 1,500		\$ 1,500		\$ 1,500	
Deprecation: Fixtures, Furniture etc.	7590 \$ 2,580		\$ 2,580		\$ 2,580	
Insurance (other than Building)	7600 \$ 5,000		\$ 5,000		\$ 5,000	
Taxes (other than Real Estate payroll)	7610 \$ 1,350		\$ 1,350		\$ 1,350	
Interest (other than Flooring)	7620		\$ -		\$ -	
Total Overhead Expenses	\$ 94,150	57%	\$ 94,150	52%	\$ 94,150	48%
Simi Fixed	\$ 14,050	8%	\$ 14,050	8%	\$ 14,050	7%
Variable	\$ 57,994	42%	\$ 62,293	41%	\$ 75,313	45%
Total	\$ 166,194	100%	\$ 170,493	95%	\$ 183,613	83%
Operating Profit	\$ (533)		\$ 9,566		\$ 14,343	

Incredible Kia Monthly Expenses

Total Units	Feb 46		March 44		April 49	
Total Gross	187,255		186,981		206,201	
	0					
Sales Comp	\$ 14,841	17%	\$ 14,841	17%	\$ 16,184	17%
Supervision Comp	\$ 19,168	8%	\$ 18,896	8%	\$ 20,304	8%
Delivery Exp	\$ -		\$ -		\$ -	
Finance Mgr Comp	\$ 5,508	18%	\$ 5,362	18%	\$ 5,994	18%
Advertising (New & Used) flooring	\$ 27,000	600	\$ 26,400	600	\$ 29,400	600
Total Selling Expenses	\$ 66,517	36%	\$ 65,519	41%	\$ 71,882	35%
Policy Adjustment	\$ 240		\$ 240		\$ 240	
Claims Adjustment						
Company Vehicles	\$ 2,500		\$ 2,500		\$ 2,500	
Inventory Maintenance	\$ -		\$ -		\$ -	
Personnel Maintenance	\$ 1,500		\$ 1,500		\$ 1,500	
Outside Services						
Freight	\$ 300		\$ 300		\$ 300	
Small Tools	\$ 250		\$ 250		\$ 250	
Laundry & Uniforms	\$ 200		\$ 200		\$ 200	
Depr. Equipment & Veh	\$ 500		\$ 500		\$ 500	
Equip Maint. Repair Rental	\$ 110		\$ 110		\$ 110	
Miscellaneous Expenses	\$ 250		\$ 250		\$ 250	
Salaries & Wages	\$ 1,500		\$ 1,500		\$ 1,500	
Clerical Salaries	\$ 6,300		\$ 6,300		\$ 6,300	
Vacation & Time off	\$ 400		\$ 400		\$ 400	
Operating Expenses	\$ 14,050	8%	\$ 14,050	8%	\$ 14,050	7%
Rent	\$ 17,000		\$ 17,000		\$ 17,000	
Admin. General Salary & Wages	\$ 5,100		\$ 5,100		\$ 5,100	
Owner's Salary (2)	\$ 15,000		\$ 15,000		\$ 15,000	
Payroll Taxes	\$ 12,500		\$ 12,500		\$ 12,500	
Employee Benefits	\$ 5,000		\$ 5,000		\$ 5,000	
Profit Sharing						
Advertising General	\$ 500		\$ 500		\$ 500	
Office Supplies	\$ 1,000		\$ 1,000		\$ 1,000	
Data Processing Services	\$ 6,180		\$ 6,180		\$ 6,180	
Outside Service	\$ 9,500		\$ 9,500		\$ 9,500	
Company Vehicles Admin						
Contributions	\$ -		\$ -		\$ -	
Dues & Subscriptions	\$ 540		\$ 540		\$ 540	
Telephone	\$ 3,500		\$ 3,500		\$ 3,500	
Legal & Auditing	\$ 3,500		\$ 3,500		\$ 3,500	
Postage	\$ 1,200		\$ 1,200		\$ 1,200	
Travel & Entertainment	\$ -		\$ -		\$ -	
Heat, Light, Power & Water	\$ 3,200		\$ 3,200		\$ 3,200	
Fixture Repair and Maint.	\$ 1,500		\$ 1,500		\$ 1,500	
Deprecation: Fixtures, Furniture etc.	\$ 2,580		\$ 2,580		\$ 2,580	
Insurance (other than Building)	\$ 5,000		\$ 5,000		\$ 5,000	
Taxes (other than Real Estate & payroll)	\$ 1,350		\$ 1,350		\$ 1,350	
Interest (other than Flooring)	\$ -		\$ -		\$ -	
Total Overhead Expenses	\$ 94,150	50%	\$ 94,150	50%	\$ 94,150	46%
Simi Fixed	\$ 14,050	8%	\$ 14,050	8%	\$ 14,050	7%
Variable	\$ 66,517	36%	\$ 65,519	41%	\$ 71,882	35%
Total	\$ 174,717	93%	\$ 173,719	93%	\$ 180,082	87%
Operating Profit	\$ 12,638		\$ 13,262		\$ 26,119	

Incredible Kia Monthly Expenses

Total Units	May 63		June 64		July 57	
Total Gross	219,247		221,148		232,988	
	0					
Sales Comp	\$ 17,646	17%	\$ 17,952	17%	\$ 16,184	17%
Supervision Comp	\$ 30,855	13%	\$ 31,297	13%	\$ 31,297	13%
Delivery Exp	\$ -		\$ -		\$ -	
Finance Mgr Comp	\$ 6,462	18%	\$ 6,588	18%	\$ 5,994	18%
Advertising (New & Used) flooring	\$ 39,750	750	\$ 40,500	750	\$ 42,750	750
Total Selling Expenses	\$ 94,713	61%	\$ 96,337	51%	\$ 96,225	58%
Policy Adjustment	\$ 240		\$ 240		\$ 240	
Claims Adjustment						
Company Vehicles	\$ 2,500		\$ 2,500		\$ 2,500	
Inventory Maintenance	\$ -		\$ -		\$ -	
Personnel Maintenance	\$ 1,500		\$ 1,500		\$ 1,500	
Outside Services						
Freight	\$ 300		\$ 300		\$ 300	
Small Tools	\$ 250		\$ 250		\$ 250	
Laundry & Uniforms	\$ 200		\$ 200		\$ 200	
Depr. Equipment & Veh	\$ 500		\$ 500		\$ 500	
Equip Maint. Repair Rental	\$ 110		\$ 110		\$ 110	
Miscellaneous Expenses	\$ 250		\$ 250		\$ 250	
Salaries & Wages	\$ 1,500		\$ 1,500		\$ 1,500	
Clerical Salaries	\$ 6,300		\$ 6,300		\$ 6,300	
Vacation & Time off	\$ 400		\$ 400		\$ 400	
Operating Expenses	\$ 14,050	6%	\$ 14,050	6%	\$ 14,050	6%
Rent	\$ 17,000		\$ 17,000		\$ 17,000	
Admin, General Salary & Wages	\$ 5,100		\$ 5,100		\$ 5,100	
Owner's Salary (2)	\$ 15,000		\$ 15,000		\$ 15,000	
Payroll Taxes	\$ 12,500		\$ 12,500		\$ 12,500	
Employee Benefits	\$ 5,000		\$ 5,000		\$ 5,000	
Profit Sharing						
Advertising General	\$ 500		\$ 500		\$ 500	
Office Supplies	\$ 1,000		\$ 1,000		\$ 1,000	
Data Processing Services	\$ 6,180		\$ 6,180		\$ 6,180	
Outside Service	\$ 9,500		\$ 9,500		\$ 9,500	
Company Vehicles Admin						
Contributions	\$ -		\$ -		\$ -	
Dues & Subscriptions	\$ 540		\$ 540		\$ 540	
Telephone	\$ 3,500		\$ 3,500		\$ 3,500	
Legal & Auditing	\$ 3,500		\$ 3,500		\$ 3,500	
Postage	\$ 1,200		\$ 1,200		\$ 1,200	
Travel & Entertainment	\$ -		\$ -		\$ -	
Heat, Light, Power & Water	\$ 3,200		\$ 3,200		\$ 3,200	
Fixture Repair and Maint.	\$ 1,500		\$ 1,500		\$ 1,500	
Deprecation: Fixtures, Furniture etc.	\$ 2,580		\$ 2,580		\$ 2,580	
Insurance (other than Building)	\$ 5,000		\$ 5,000		\$ 5,000	
Taxes (other than Real Estate & payroll)	\$ 1,350		\$ 1,350		\$ 1,350	
Interest (other than Flooring)	\$ -		\$ -		\$ -	
Total Overhead Expenses	\$ 94,150	43%	\$ 94,150	43%	\$ 94,150	40%
Siml Fixed	\$ 14,050	6%	\$ 14,050	6%	\$ 14,050	6%
Variable	\$ 94,713	61%	\$ 96,337	51%	\$ 96,225	58%
Total	\$ 202,913	93%	\$ 204,537	92%	\$ 204,425	88%
Operating Profit	\$ 16,334		\$ 16,609		\$ 28,543	

Incredible Kia

Monthly Expenses

Total Units	August 54		September 55		October 52	
Total Gross	221,571		224,970		214,773	
7000	0					
Sales Comp+ service advisor	\$ 17,714	17%	\$ 18,020	17%	\$ 17,102	17%
Supervision Comp+ service & parts	\$ 31,641	13%	\$ 32,083	13%	\$ 30,757	13%
Delivery Exp	\$ -		\$ -		\$ -	
Finance Mgr Comp	\$ 6,824	18%	\$ 6,750	18%	\$ 6,372	18%
Advertising (New & Used) flooring	\$ 40,500	750	\$ 41,250	750	\$ 39,000	750
Total Selling Expenses	\$ 96,479	51%	\$ 98,103	52%	\$ 93,231	51%
Policy Adjustment	\$ 240		\$ 240		\$ 240	
Claims Adjustment	\$ -		\$ -		\$ -	
Company Vehicles	\$ 2,500		\$ 2,500		\$ 2,500	
Inventory Maintenance	\$ -		\$ -		\$ -	
Personnel Maintenance	\$ 1,500		\$ 1,500		\$ 1,500	
Outside Services	\$ -		\$ -		\$ -	
Freight	\$ 300		\$ 300		\$ 300	
Small Tools	\$ 250		\$ 250		\$ 250	
Laundry & Uniforms	\$ 200		\$ 200		\$ 200	
Depr. Equipment & Veh	\$ 500		\$ 500		\$ 500	
Equip Maint. Repair Rental	\$ 110		\$ 110		\$ 110	
Miscellaneous Expenses	\$ 250		\$ 250		\$ 250	
Salaries & Wages	\$ 1,500		\$ 1,500		\$ 1,500	
Clerical Salaries	\$ 6,300		\$ 6,300		\$ 6,300	
Vacation & Time off	\$ 400		\$ 400		\$ 400	
Operating Expenses	\$ 14,050	6%	\$ 14,050	6%	\$ 14,050	7%
Rent	\$ 17,000		\$ 17,000		\$ 17,000	
Admin. General Salary & Wages	\$ 5,100		\$ 5,100		\$ 5,100	
Owner's Salary (2)	\$ 15,000		\$ 15,000		\$ 15,000	
Payroll Taxes	\$ 12,500		\$ 12,500		\$ 12,500	
Employee Benefits	\$ 5,000		\$ 5,000		\$ 5,000	
Profit Sharing	\$ -		\$ -		\$ -	
Advertising General	\$ 500		\$ 500		\$ 500	
Office Supplies	\$ 1,000		\$ 1,000		\$ 1,000	
Data Processing Services	\$ 6,180		\$ 6,180		\$ 6,180	
Outside Service	\$ 9,500		\$ 9,500		\$ 9,500	
Company Vehicles Admin	\$ -		\$ -		\$ -	
Contributions	\$ -		\$ -		\$ -	
Dues & Subscriptions	\$ 540		\$ 540		\$ 540	
Telephone	\$ 3,500		\$ 3,500		\$ 3,500	
Legal & Auditing	\$ 3,500		\$ 3,500		\$ 3,500	
Postage	\$ 1,200		\$ 1,200		\$ 1,200	
Travel & Entertainment	\$ -		\$ -		\$ -	
Heat, Light, Power & Water	\$ 3,200		\$ 3,200		\$ 3,200	
Fixture Repair and Maint.	\$ 1,500		\$ 1,500		\$ 1,500	
Deprecation: Fixtures, Furniture etc.	\$ 2,580		\$ 2,580		\$ 2,580	
Insurance (other than Building)	\$ 5,000		\$ 5,000		\$ 5,000	
Taxes (other than Real Estate & payroll)	\$ 1,350		\$ 1,350		\$ 1,350	
Interest (other than Flooring)	\$ -		\$ -		\$ -	
Total Overhead Expenses	\$ 94,150	42%	\$ 94,150	42%	\$ 94,150	44%
Siml Fixed	\$ 14,050	8%	\$ 14,050	6%	\$ 14,050	7%
Variable	\$ 96,479	51%	\$ 98,103	52%	\$ 93,231	51%
Total	\$ 204,879	92%	\$ 206,303	92%	\$ 201,431	94%
Operating Profit	\$ 16,892		\$ 18,667		\$ 13,342	